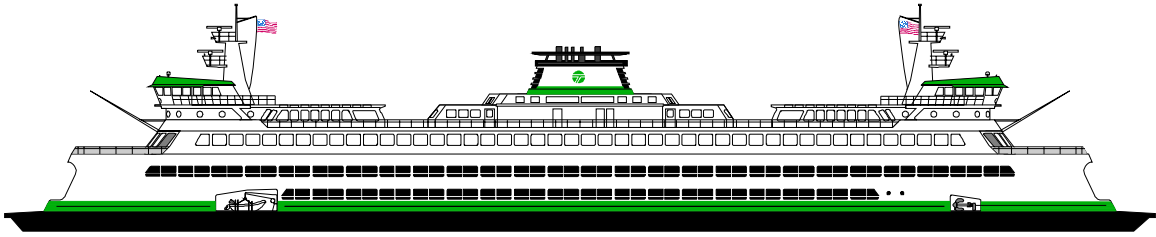


## **PART 8**

### **FINANCIAL PROPOSAL FORM**



# **WASHINGTON STATE FERRIES**

**WASHINGTON STATE DEPARTMENT OF TRANSPORTATION**

## **REQUEST FOR PROPOSALS**

### **FOOD, BEVERAGE AND RETAIL CONCESSION CONTRACTS**

#### **FINANCIAL PROPOSAL**

**PROPOSER:** \_\_\_\_\_

# WASHINGTON STATE FERRIES

## FOOD, BEVERAGE AND RETAIL CONCESSION CONTRACTS

### FINANCIAL PROPOSAL

\_\_\_\_\_ ("Proposer"), organized under the laws of the State of \_\_\_\_\_, hereby submits to Washington State Ferries (WSF) this Financial Proposal for one or more service segments within the Request For Proposals ("RFP") for the Food, Beverage and Retail Services Concession Contracts, as issued by WSF. The Proposer warrants and certifies that it has read and understands the following RFP documents, including all Addenda thereto:

VOLUME I	RFP PROCESS, INSTRUCTIONS AND CONTRACT PROVISIONS
VOLUME II	CONCESSION CONTRACTS
VOLUME III A	EXHIBITS
VOLUME III B	EXHIBITS

The Proposer further warrants and certifies that it has read and understands the Concession Contract(s) ("Contract" or "Contracts") for the proposed services and the scope of Concessionaire obligations specified therein. The Proposer understands that all capitalized terms used but not defined herein have the meaning provided in the Contract(s).

NOW, THEREFORE, based upon the foregoing, the Proposer offers:

- A. To obtain (unless already a licensed Washington State business) a Certificate of Authority to Transact Business from the Washington Secretary of State's Office prior to signing the Contract;
- B. To provide the specified concession services in accordance with our service Proposal, this Financial Proposal form, the Contract(s), and all other RFP requirements; and
- C. To sign the Contract(s) and fulfill the Concessionaire obligations specified therein, including but not limited to, the monthly Concession Fee(s) payable to WSF.
- D. To pay the following Concession Fee(s) to WSF for the selected service segment(s):

## CONCESSION FEES

Proposers may offer higher Concession Fees for any or all of the service segments.

Attach additional pages if the proposer offers any stepped increase in the Concession Fee, if authorized per the RFP Proposal Requirements.

	Minimum %	Offered %
<b><u>Segment 1</u></b>		
<b>On-board Food, Beverage &amp; Retail</b>	11 %	_____ % of gross revenue.
Food, beverage and retail service aboard WSF vessels.		
<b><u>Segment 2</u></b>		
<b>On-Shore Food and Beverage</b>	9 %	_____ % of gross revenue.
Food and beverage services at WSF terminals and vehicle holding areas.		
<b><u>Segment 3</u></b>		
<b>News, Books and Convenience Stores</b>	9 %	_____ % of gross revenue.
Newsstand, books, convenience stores at WSF terminals.		
<b><u>Segment 4</u></b>		
<b>Fast Food</b>	9 %	_____ % of gross revenue.
Fast food locations at WSF terminals.		

	<b>Minimum %</b>	<b>Offered %</b>
<b><u>Segment 5</u></b>		
<b>Cold Beverage Vending</b>	50 %	_____ % of gross revenue
Vending machines aboard WSF vessels and at WSF terminals.		
<b><u>Segment 6</u></b>		
<b>Hot Beverage &amp; Snack Vending</b>	30 %	_____ % of gross revenue.
Vending machines aboard WSF vessels and at WSF terminals		
<b>Segment 7</b>		
<b><u>Game Vending</u></b>	50 %	_____ % of gross revenue.
Vending machines aboard WSF vessels and at WSF terminals		

The undersigned hereby designates \_\_\_\_\_ as the contact person to whom Notices of Selection and Award may be mailed, facsimiled or delivered.

Enclosed is cash, a certified check, cashier's check or Proposal Bond in the amount of Ten Thousand Dollars (\$10,000.00) total. Checks shall be payable to Washington State Ferries.

Receipt of Addenda Nos. 1 through \_\_\_\_\_ to the RFP package is acknowledged.

Signed this \_\_\_\_\_ day of \_\_\_\_\_, 2003.

PROPOSER:

\_\_\_\_\_  
\_\_\_\_\_

AUTHORIZED SIGNATURE:

\_\_\_\_\_

TITLE:

\_\_\_\_\_

ADDRESS:

\_\_\_\_\_  
\_\_\_\_\_

TELEPHONE:

\_\_\_\_\_

FAX:

\_\_\_\_\_

If the Proposer is a Partnership or Joint Venture, indicate such status below:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_